Collaborative Innovation: Practical Ways to Bring Products to Market Faster

Mindful manufacturing: Leveraging sustainability, nearshoring and more

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TRELLEBORG

Agenda

Responsibility

Customer focus

Performance solutions

Why sustainability matters

No compromise

Our mission

Solutions

How we support

What you can expect

Your local partner

Partnerships

Summary

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Shareholders

Consumers

Regulations & Taxes

Customers

Employees

What is driving sustainability?

Senior Management

Investors & Banks

CSRD
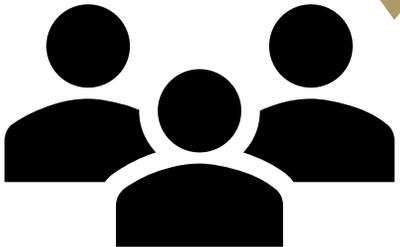
Insurance Companies

Technical Standards

Strategic Resource Management

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Responsibility

Responsibility is our license to operate.

Designing out substances of high concern, ie PFAS

Zero accidents policy

Social engagement

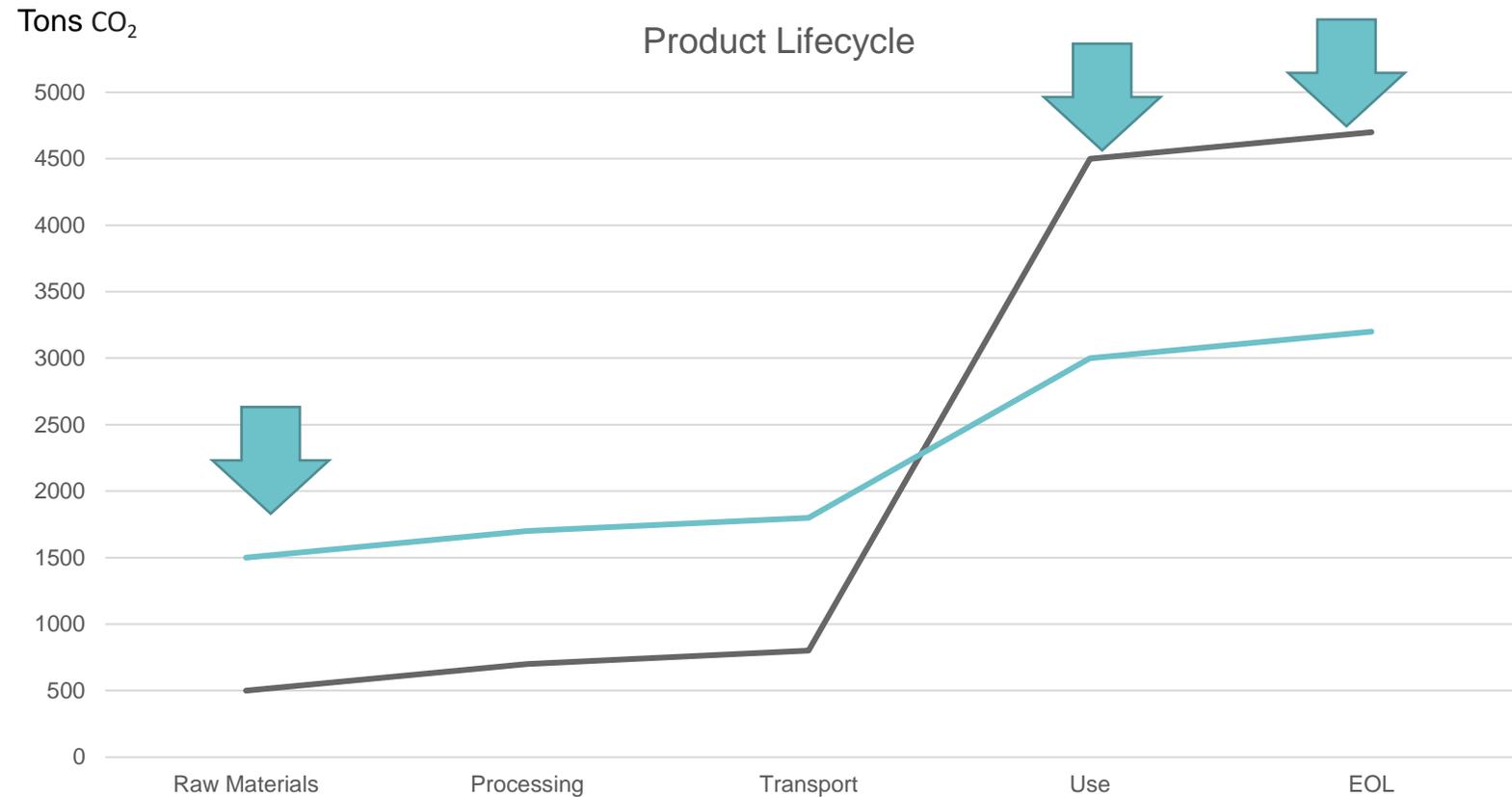Carbon footprint, circularity

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What impacts our product sustainability?

- Material intensity
- Functionality and use
- Circularity and renewables
- Product carbon footprint

Clear Focus on:

➔ Material/recipe

➔ Design for functionality

➔ Design for optimal use

Tons CO_2

Product Lifecycle

5000	
4500	
4000	
3500	
3000	
2500	
2000	
1500	
1000	
500	
0	

Raw Materials   Processing   Transport   Use   EOL

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What makes high-performance polymer solutions more sustainable?

Carbon footprint

Renewable resources

New fluids and media

Recycling

Circularity

Efficiency

Protecting key hardware

Properties

Precision

Performance

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Dual layer PTFE

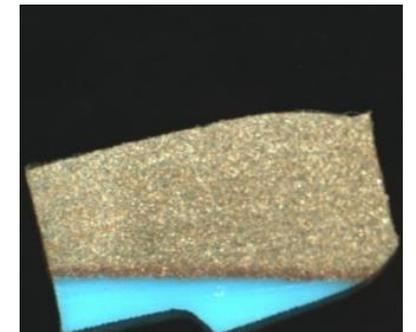**Circular content > 85%**

Optimal friction at contact layer

Outstanding extrusion resistance at seal body

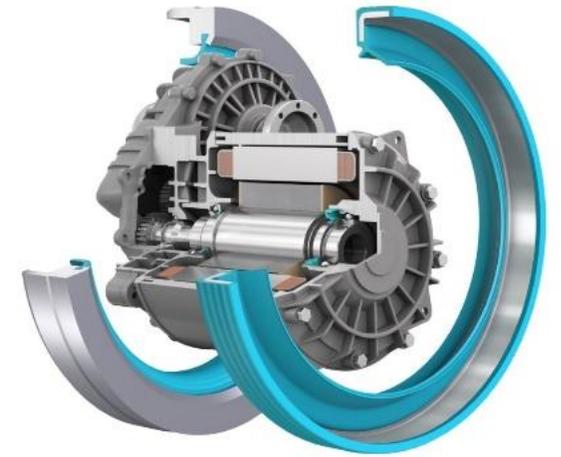- The non-critical material goes in the bulk layer of the tube

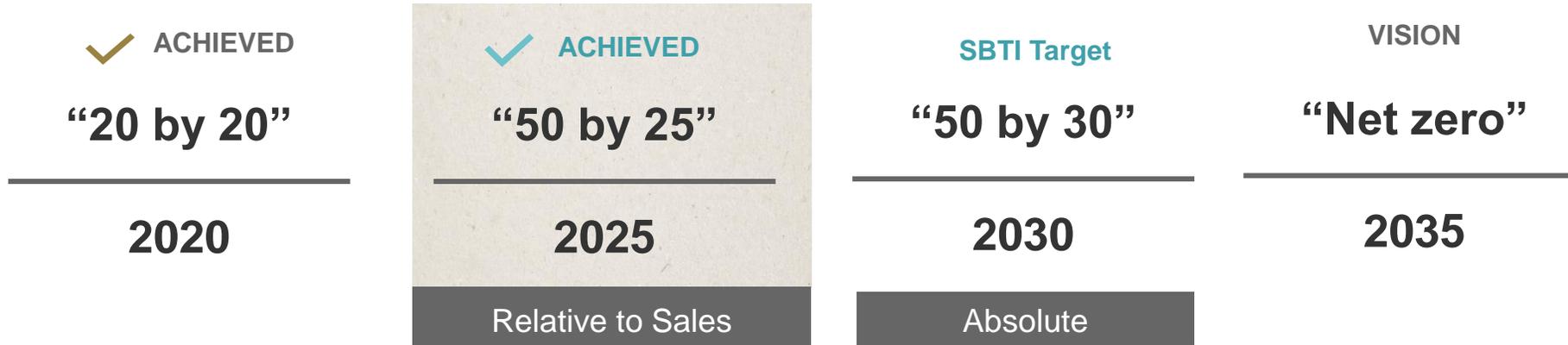- The high value material goes in the primary layer of the tube

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High RPM rotary seals

Enabling high-performance eMobility

Isolating and grounded solutions

Rotating speeds above 40 m/s - dry

Electrical isolation

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Already achieved scope 1 and 2 target for 2025

NEW (50 by 25 achieved)

50% CO_2 reduction in Scope 1 & 2 by 2030

ACHIEVED	ACHIEVED	SBTI Target	VISION
"20 by 20"	**"50 by 25"**	**"50 by 30"**	**"Net zero"**
2020	**2025**	**2030**	**2035**
	Relative to Sales	Absolute	

And now?

→ Focus on **Scope 3**: More than 70% of Scope 3 emissions resulting from **purchased goods and services**

→ Focus on efficiencies

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Scope 3 – Design for more sustainable performance

**Consider energy efficient use and lifetime during design**

- Co-engineering is essential to understand *performance characteristics* of key components: seals, bearings and other components cause friction
- Design and *qualify* Trelleborg performance products to meet exceptional performance levels without compromising form, fit and function
- Understand customer and market *requirements*

➔ IE 2 ➔ IE 3 ➔ IE 4/5
➔ Efficiency classes D ➔ B, C ➔ A, A ➔ A+

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So, is it a contradiction?

High-performance polymer solutions promote sustainability targets
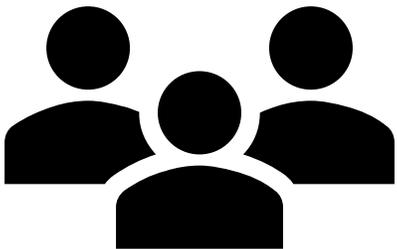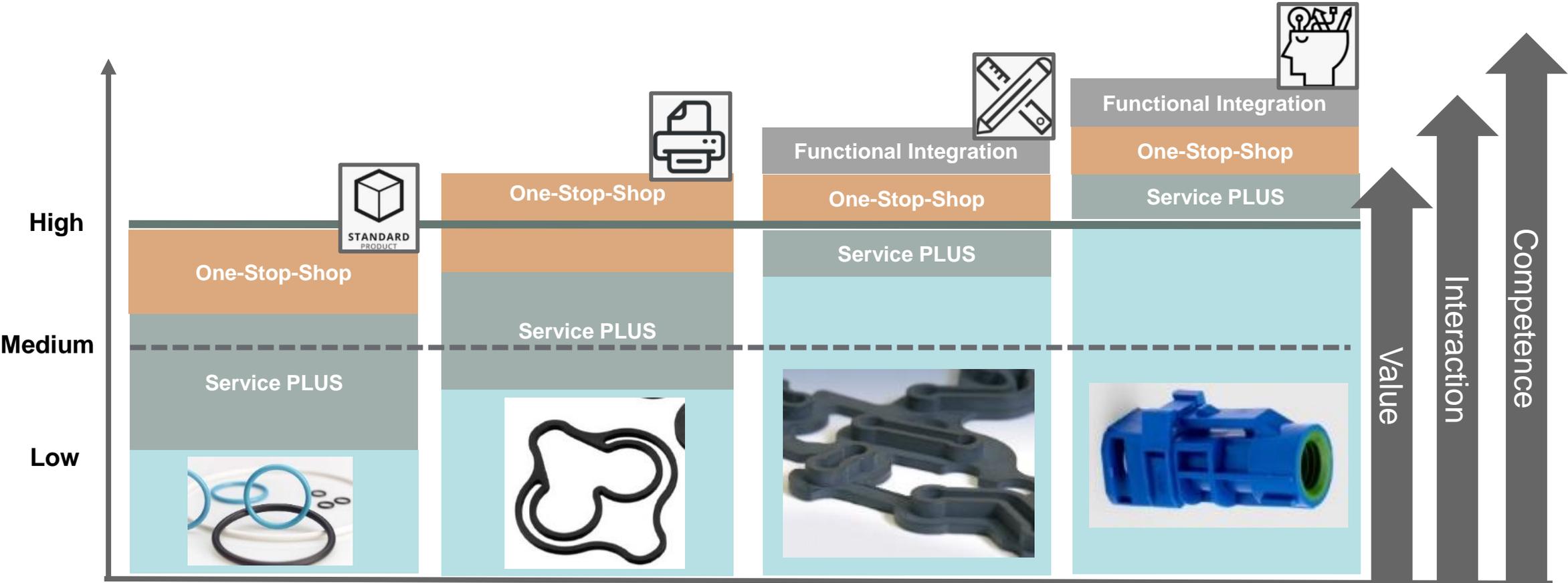
Advanced solutions require engagement on engineering level

We have to rethink specifications

Agreement on new materials with high circularity content

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How we work at Trelleborg

High

Medium

Low

Value

Interaction

Competence

STANDARD PRODUCT

One-Stop-Shop

Service PLUS

One-Stop-Shop

Service PLUS

Functional Integration

One-Stop-Shop

Service PLUS

Functional Integration

One-Stop-Shop

Service PLUS

Standard
- Commoditized pricing
- High no. of competitors

Make-to-Print
- Pricing pressure
- Many competitors

Make-to-Design
- Pricing focus
- Few, but capable competitors

Capability Selling
- Development partnership
- Unique value proposition

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Success factor: Customer proximity

- Customer satisfaction
- Early insights
- Access and proximity
- Preferred development partner
- Application insights
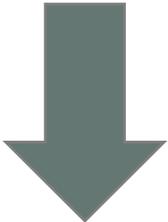- Ease of doing business

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Customer engagement is key

Understand Applications

Responsibly Sourced Ingredients

Renewable and Circular Resources

Focus on Use Phase in Design

Energy Efficiency as Key Driver

End of Life Pilot Projects

Engage Customers

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We are ready for you!

Design & Simulation capabilities

Dedicated investments in circularity

Own material IP and development capabilities

Customer Success

Access to new material sources

Open for new business models, ie take-back, MRO

Highly competent material labs

Performance testing, ie energy lab

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Localization & Nearshoring

Supply chain diversification

Customer proximity supports leadtimes & responsiveness

Localized problem solving

Customer Success

Local language

Supply chain continuity

Localizing with our customers

Global design and engineering support

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